

## Message Text

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46

ACTION NEA-06

INFO OCT-01 ISO-00 EB-05 DRC-01 RSC-01 /014 W

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R 180753Z MAY 74

FM AMCONSUL KARACHI

TO USDOC WASHDC

INFO SECSTATE WASHDC 8114

AMEMBASSY ISLAMABAD

AMCONSUL LAHORE

AMEMBASSY BEIRUT

UNCLAS KARACHI 1129

E.O. 11652: N/A

TAGS: BMEP, PK

SUBJECT: MAJOR PROJECT TRADE OPPORTUNITY: CONSTRUCTION  
OF OIL TANKER BERTH AT KARACHI PORT

REF: KARACHI 2042, 9/26/73

1. REFTEL, A FOREIGN GOVERNMENT TENDER TRADE OPPORTUNITY, PROVIDED INFORMATION NECESSARY FOR AMERICAN CONTRACTING FIRMS TO PREQUALIFY AS BIDDERS FOR PROPOSED 75,000 TON OIL TANKER BERTH AT KARACHI PORT. THE DEADLINE FOR SUBMISSION OF REQUIRED PREQUALIFICATION DOCUMENTS WAS NOVEMBER 26, 1973.

2. IN RECENT CONVERSATION WITH KARACHI PORT TRUST OFFICIALS, CONGENOFF WAS INFORMED THAT TO DATE NO REPEAT NO AMERICAN FIRMS HAVE SUBMITTED PREQUALIFICATION DOCUMENTS. WE WERE INFORMED DEADLINE FOR PREQUALIFICATION HAS NOW BEEN EXTENDED TO JUNE 30, 1974. PREQUALIFICATION PROCEDURE AND DESCRIPTION OF PROJECT CONTAINED IN REFTEL.

3. VALUE THIS MAJOR CONSTRUCTION PROJECT ESTIMATED AT APPROXIMATELY DOLS 30 MILLION INCLUDING DOLS 16 MILLION IN FOREIGN EXCHANGE COSTS WHICH ARE BEING FINANCED BY IDA CREDIT. CALLS FOR TENDER ARE EXPECTED IN EARLY JULY, 1974 AND CONSTRUCTION TO BEGIN THIS YEAR.

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4. PORT EXPANSION PLANS FOR PERIOD 1976 - 1980 CALL FOR

ADDITIONAL 8 BERTHS AND COMPLETE SUPPORTING FACILITIES TO  
HANDLE 50,000 TON DRY CARGO CARRIERS. COST THESE BERTHS  
ESTIMATED AT DOLS 70 MILLION INCLUDING DOLS 35 MILLION  
IN FOREIGN EXCHANGE. A PRELIMINARY COMMITMENT TO COVER  
THE FOREIGN EXCHANGE PORTION HAS BEN GIVEN BY IDA.

5. COMMENT: WE BELIEVE THAT FIRMS INVOLVED IN WORK ON  
OIL TANKER BERTH WILL HAVE BETTER CHANCE OF OBTAINING WORK  
ON FUTURE PROJECTS IN PERIOD 1976 - 80 WHICH HAVE MUCH  
HIGHER VALUE. HENCE AMERICAN FIRMS SHOULD BE NOTIFIED THAT  
POTENTIAL THIS PROJECT IN EXCESS OF DOLS 100 MILLION.  
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## Message Attributes

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**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** n/a  
**Control Number:** n/a  
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**Decaption Date:** 01 JAN 1960  
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